

1234567 SAMPLE BANK HOLDING COMPANY  
 RICHMOND VA FR Dist: 5  
 Assets: 13,711,410 Peer: 1

RELATIVE INCOME STATEMENT AND MARGIN ANALYSIS

PAGE 3

PERCENT OF AVERAGE ASSETS	mmmm YYYY			mmmm YYYY			YYYY			YYYY			YYYY		
	BHC	PEER	01 PCT	BHC	PEER	01 PCT	BHC	PEER	01 PCT	BHC	PEER	01	BHC	PEER	01
Interest Income (TE)	7.37	7.17	59	7.31	7.05	66	7.56	7.44	58	7.00	6.88		7.31	7.24	
Less: Interest Expense	3.59	3.82	32	3.35	3.64	19	3.66	4.02	22	3.02	3.36		3.43	3.63	
Equals: Net Interest Income (TE)	3.78	3.32	75	3.96	3.37	83	3.91	3.42	80	3.99	3.49		3.88	3.63	
Plus: Non-Interest Income	4.78	2.44	88	2.07	2.47	50	2.20	2.47	58	1.98	2.44		1.62	2.24	
Equals: Adj Operating Income (TE)	8.56	5.70	91	6.03	5.81	61	6.11	5.87	63	5.97	5.97		5.49	5.88	
Less: Overhead Expense	5.29	3.50	88	3.85	3.51	66	3.80	3.56	65	4.06	3.57		3.86	3.68	
Less: Provision for Loan & Lease Losses	1.52	0.36	98	0.38	0.26	77	1.02	0.32	93	0.42	0.27		0.56	0.27	
Plus: Realized G/L on HTM Securities	0.00	0.00	45	0.00	0.00	47	0.00	0.00	48	0.00	0.00		0.00	0.00	
Plus: Realized G/L on AFS Securities	0.01	0.08	40	0.01	0.02	59	0.00	-0.01	31	0.06	0.03		0.03	0.06	
Plus: Other Tax Equiv Adjustments	0.00	0.00	90	0.00	0.00	45	0.00	0.00	49	0.00	0.00		0.00	0.00	
Equals: Pretax Net Oper Income (TE)	1.77	1.92	41	1.81	2.06	30	1.29	1.97	14	1.55	2.13		1.10	1.98	
Less: Applicable Income Taxes (TE)	0.79	0.70	70	0.68	0.76	37	0.48	0.71	15	0.64	0.78		0.38	0.71	
Less: Minority Interest	0.00	0.02	69	0.00	0.02	62	0.00	0.02	66	0.00	0.02		0.00	0.01	
Equals: Net Operating Income	0.98	1.20	27	1.12	1.27	30	0.81	1.22	19	0.91	1.33		0.72	1.24	
Plus: Net Extraordinary Items	-0.01	-0.01	19	0.00	0.00	50	0.00	0.00	53	0.00	0.00		0.00	0.00	
Equals: Net Income	0.97	1.18	29	1.12	1.27	30	0.81	1.22	19	0.91	1.33		0.72	1.24	
Memo: Net Income (Last Four Qtrs)	0.77	1.21	13	0.95	1.34	11	0.81	1.23	18	0.91	1.37		0.72	1.28	
MARGIN ANALYSIS:															
Avg Earning Assets / Avg Assets	92.68	90.57	74	91.81	89.67	74	92.71	89.89	79	92.21	89.41		91.83	89.27	
Avg Int-Bearing Funds / Avg Assets	73.02	75.72	27	75.47	75.49	41	75.11	75.64	34	75.49	74.94		75.00	73.67	
Int Income (TE) / Avg Earning Assets	7.96	7.90	45	7.96	7.87	45	8.16	8.31	34	7.59	7.69		7.97	8.12	
Int Expense / Avg Earning Assets	3.88	4.21	24	3.65	4.08	14	3.94	4.49	17	3.27	3.76		3.74	4.08	
Net Int Inc (TE) / Avg Earning Assets	4.08	3.65	72	4.31	3.75	82	4.21	3.81	71	4.32	3.89		4.23	4.05	
YIELD OR COST:															
Total Loans and Leases (TE)	8.54	8.48	51	8.41	8.39	53	8.67	8.73	47	8.10	8.22		8.48	8.68	
Interest-Bearing Bank Balances	6.18	6.51	56	5.24	6.33	42	5.96	7.59	33	5.39	6.66		10.34	7.73	
Fed Funds Sold & Reverse Repos	5.62	5.82	50	6.23	5.69	83	6.69	6.41	74	5.02	5.15		5.56	6.17	
Trading Assets	8.50	4.70	82	10.97	4.56	94	3.43	4.73	34	2.31	4.59		3.04	4.15	
Total Earning Assets	7.95	7.83	45	7.95	7.82	53	8.15	8.25	34	7.59	7.63		7.96	8.06	
Investment Securities (TE)	6.37	6.69	25	6.57	6.55	51	6.64	6.76	38	6.40	6.36		6.55	6.67	
U.S. Treasury & Agency Sec (excl MBS)	6.11	7.88	22	NA	NA	NA	NA	NA	NA	NA	NA		NA	NA	
Mortgage-Backed Securities	6.65	4.66	90	NA	NA	NA	NA	NA	NA	NA	NA		NA	NA	
All Other Securities	5.06	8.74	11	NA	NA	NA	NA	NA	NA	NA	NA		NA	NA	
Interest-Bearing Deposits	4.32	4.49	33	3.77	4.19	17	4.21	4.62	25	3.57	3.90		4.26	4.43	
Time Deposits of \$100K or More	5.53	5.68	25	4.91	5.35	17	5.43	5.93	19	4.70	4.93		5.35	5.52	
Time Deposits < \$100K	5.99	5.87	66	5.03	5.29	24	5.46	5.71	26	4.54	4.97		4.59	5.54	
Other Domestic Deposits	2.14	3.06	11	2.19	2.90	14	2.19	3.16	12	2.13	2.66		2.53	3.07	
Foreign Deposits	5.69	5.50	68	4.71	5.54	9	5.69	6.07	29	4.36	4.95		5.58	5.39	
Fed Funds Purchased and Repos	5.83	5.62	70	5.55	5.59	59	6.05	6.25	47	4.74	5.06		4.98	5.47	
Other Borrowed Funds & Trading Liab	7.12	5.77	85	7.39	5.72	91	7.27	6.04	90	5.29	5.12		6.50	5.24	
All Interest-Bearing Funds	4.92	5.10	43	4.44	4.82	19	4.87	5.38	28	4.00	4.49		4.58	4.94	

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## Relative Income Statement and Margin Analysis

BHCPR page 3 presents the key components of earnings relative to average assets, margin analysis ratios, the yields or returns on specific assets, and the cost of funds. The average balance of each category of investment securities in the Yield or Cost section is based on amortized cost, rather than fair value. For a description of the methods for calculating average balances, see page 2-3.

Definitions of specific average balances used in calculating ratios on this report page are given below.

### Definitions of Average Balances

#### Average Assets

The cumulative sum of the quarterly average consolidated assets year-to-date divided by the number of calendar quarters to date (four-point average).

#### Average Earning Assets

The cumulative sum of the quarterly average earning assets year-to-date divided by the number of calendar quarters to date (four-point average). Earning assets include investment securities, federal funds sold and securities purchased under agreements to resell, loans and leases (net of unearned income), trading assets, and other earning assets as reported on schedule HC-K of the FR Y-9C.

#### Average Interest-Bearing Funds

The cumulative sum of the end-of-quarter balances (from the previous year-end to the latest quarter) of interest-bearing deposits, federal funds purchased and securities sold under agreements to repurchase, commercial paper, other borrowed money, subordinated notes and debentures (including equity contract and equity commitment notes) and cumulative preferred stock included

in minority interest divided by the number of reporting quarters (five-point average).

#### Average Loans and Leases

The cumulative sum of the quarterly average loans and leases (net of unearned income) for all year-to-date quarters divided by the number of calendar quarters to date (four-point average).

#### Average Investment Securities

The cumulative sum of the quarterly average consolidated investment securities for all year-to-date quarters divided by the number of calendar quarters to date (four-point average).

#### Average Interest-Bearing Deposits

The cumulative sum of the quarterly averages for domestic and foreign interest-bearing deposits for all year-to-date quarters divided by the number of calendar quarters to date (four-point average).

#### Average Other Borrowed Funds

The cumulative sum of the quarterly averages of all other borrowed funds for all year-to-date quarters divided by the number of calendar quarters to date (four-point average).

#### Other Average Balances

Other average balances, which are not defined above, are calculated based on the five-point average method. This approach consists of dividing the cumulative sum of end-of-quarter balances (of the balance sheet item) from the previous year-end to the latest quarter by the number of reporting quarters.

### Percent of Average Assets

#### *Interest Income (TE)* (Percent of Average Assets)

Total interest income on a taxable equivalent basis divided by average assets.

#### *Interest Expense* (Percent of Average Assets)

Total interest expense divided by average assets.

#### *Net Interest Income (TE)* (Percent of Average Assets)

Net interest income on a taxable equivalent basis divided by average assets.

#### *Non-Interest Income* (Percent of Average Assets)

Non-interest income divided by average assets.

#### *Adjusted Operating Income (TE)* (Percent of Average Assets)

The sum of net interest income on a taxable equivalent basis and non-interest income divided by average assets.

#### *Overhead Expense* (Percent of Average Assets)

The sum of salaries and employee benefits, expense on premises and fixed assets, amortization expense of intangible assets, and other non-interest expense divided by average assets.

#### *Provision for Loan and Lease Losses* (Percent of Average Assets)

Provision for loan and lease losses divided by average assets.

#### *Realized Gains (Losses) on Held-to-Maturity Securities* (Percent of Average Assets)

The difference between the sales price and the amortized cost that is realized from the sale, exchange, redemp-

tion, or retirement of securities that are classified as held-to-maturity divided by average assets.

*Realized Gains (Losses) on Available-for-Sale Securities (Percent of Average Assets)*

The difference between the sales price and the amortized cost that is realized from the sale, exchange, redemption, or retirement of securities that are classified as available-for-sale divided by average assets.

*Other Tax Equivalent Adjustments (Percent of Average Assets)*

Other tax adjustments, excluding the tax benefit on tax-exempt income, divided by average assets. (See the discussion of tax equivalency on page 2-3.)

*Pretax Net Operating Income (TE) (Percent of Average Assets)*

Income or loss before income taxes, extraordinary items, and other adjustments on a taxable equivalent basis divided by average assets.

*Applicable Income Taxes (TE) (Percent of Average Assets)*

The sum of applicable income taxes, the tax benefit on tax-exempt income, and other tax equivalent adjustments divided by average assets.

*Minority Interest (Percent of Average Assets)*

Minority interest in consolidated subsidiaries divided by average assets.

*Net Operating Income (Percent of Average Assets)*

Income or loss before extraordinary items and other adjustments divided by average assets.

*Net Extraordinary Items (Percent of Average Assets)*

Extraordinary items net of applicable income taxes and minority interest divided by average assets.

*Net Income (Percent of Average Assets)*

Net income divided by average assets.

*Net Income (Last Four Quarters) (Percent of Average Assets, Last Four Quarters)*

The cumulative net income reported for the latest four quarters divided by the mean of quarterly average assets reported in Schedule HC-K for the most recent four quarters.

**Margin Analysis**

*Average Earning Assets/Average Assets*

Average earning assets divided by average assets.

*Average Interest-Bearing Funds/Average Assets*

Average interest-bearing funds divided by average assets.

*Interest Income (TE)/Average Earning Assets*

Total interest income on a taxable equivalent basis divided by average earning assets.

*Interest Expense/Average Earning Assets*

Total interest expense divided by average earning assets.

*Net Interest Income (TE)/Average Earning Assets*

Net interest income on a taxable equivalent basis divided by average earning assets.

**Yield or Cost**

*(Yield on) Total Loans and Leases (TE)*

Interest and fee income on loans and lease financing receivables on a taxable equivalent basis divided by average loans and leases.

*(Yield on) Interest-Bearing Bank Balances*

Interest income on balances due from depository institutions divided by the five-point average of interest-bearing bank balances.

*(Yield on) Federal Funds Sold and Reverse Repos*

Interest income on federal funds sold and securities purchased under agreements to resell divided by the four-point average balance of federal funds sold and securities purchased under agreements to resell.

*(Yield on) Trading Assets*

Interest income from assets held in trading accounts divided by the five-point average of trading assets. The interest income from trading assets excludes gains or losses on assets held in trading accounts.

*(Yield on) Total Earning Assets*

Total interest income divided by average earning assets.

**Investment Securities (TE)**

*(Yield on) Investment Securities (TE)*

Interest income on total investment securities plus the estimated tax benefit on interest income from tax-exempt securities divided by the five-point average of the amortized cost of all investment securities.

*(Yield on) U.S. Treasury and Agency Securities (Excluding Mortgage-Backed Securities)*

Income on U.S. Treasury securities and obligations of the U.S. government agencies and corporations (excluding mortgage-backed securities) divided by the five-point average of the amortized cost of U.S. Treasury securities and U.S. government obligations (excluding mortgage-backed securities).

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*(Yield on)*

*Mortgage-Backed Securities*

Income on mortgage-backed securities divided by the five-point average of the amortized cost of mortgage-backed securities.

*(Yield on)*

*All Other Securities*

Interest income on all other debt securities and equity securities that are reported on Schedule HC-B as securities issued by states and political subdivisions in the U.S., asset-backed securities, other debt securities, and investments in mutual funds and other equity securities with readily determinable fair values divided by the five-point average of the amortized cost of all other securities.

*(Cost of)*

*Interest-Bearing Deposits*

Interest paid on all interest-bearing deposits divided by the average balance of domestic and foreign interest-bearing deposits.

*(Cost of)*

*Time Deposits of \$100 Thousand or More*

Interest paid on time deposits of

\$100,000 or more in domestic offices divided by the five-point average balance of time deposits of \$100,000 or more in domestic offices.

*(Cost of)*

*Time Deposits below \$100 Thousand*

Interest paid on time deposits less than \$100,000 in domestic offices divided by the five-point average balance of time deposits below \$100,000 in domestic offices.

*(Cost of)*

*Other Domestic Deposits*

Interest paid on other domestic deposits divided by the five-point average balance of the sum of negotiable orders of withdrawal (i.e., NOW accounts), ATS accounts (that is, accounts subject to automatic transfer from savings accounts), other transaction accounts, money market deposit accounts, and other savings accounts in domestic offices.

*(Cost of)*

*Foreign Deposits*

Interest paid on deposits in foreign offices, Edge or Agreement subsidiaries, and International Banking Facilities divided by the four-point average balance of foreign interest-bearing deposits.

*(Cost of)*

*Federal Funds Purchased and Repos*

The expense on federal funds purchased and securities sold under agreements to repurchase divided by the four-point average balances of federal funds purchased and securities sold under agreements to repurchase.

*(Cost of)*

*Other Borrowed Funds & Trading Liabilities*

Interest expense on trading liabilities and other borrowed money, excluding subordinated notes and debentures, divided by the average balance of other borrowed funds trading liabilities.

*(Cost of)*

*All Interest-Bearing Funds*

Total interest expense divided by average interest-bearing funds.

1234567 SAMPLE BANK HOLDING COMPANY  
 RICHMOND VA FR Dist: 5  
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NON-INTEREST INCOME AND EXPENSES

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NON-INTEREST INCOME & EXPENSES (\$000)	mmn	YYYY	mmn	YYYY	YYYY	YYYY	YYYY
Total Non-Interest Income	165,496		73,449		309,244		241,579
Fiduciary Activities Income	15,756		16,892		65,616		55,906
Service Charges on Dep Accts - Domestic	8,823		7,804		34,565		28,052
Trading Revenue	21,180		1,965		10,265		4,239
Investment Banking Fees and Commissions	1,193		NA		NA		NA
Venture Capital Revenue	0		NA		NA		NA
Net Servicing Fees	7,873		NA		NA		NA
Net Securitization Income	0		NA		NA		NA
Insurance Commissions & Fees (Incl Prem)	0		NA		NA		NA
Net Gain(Loss) - Sales of Lns, OREO, Oth	79,208		NA		NA		NA
Other Non-Interest Income	31,463		46,788		198,798		153,382
Total Overhead Expenses	183,046		136,583		533,937		577,661
Personnel Expense	65,838		62,667		232,196		252,320
Net Occupancy Expense	22,002		21,474		86,685		85,969
Amortization of Intang (Incl Goodwill)	5,821		NA		NA		NA
Other Operating Expenses	89,385		52,442		215,056		239,372
Fee Income on Mutual Funds & Annuities	1,041		5,926		25,356		13,788

MEMORANDA:

Assets Under Mgmt Proprrty Mut Fnds & Annuit	111,888		NA		NA		NA
Number of Equivalent Employees	4,249		4,369		4,166		4,964
Average Personnel Expense Per Employee	15		14		56		51
Average Assets Per Employee	3,259		3,251		3,374		3,013

ANALYSIS RATIOS

	BHC	PEER	01	PCT	BHC	PEER	01	PCT	BHC	PEER	01	PCT	BHC	PEER	01	PCT
Mutual Fund Fee Inc / Non-Int Income	0.63	4.62	11		8.07	6.36	69		8.20	5.50	74		6.45	5.16	5.71	4.69
Overhead Exp / NII + Non-Int Income	61.76	62.18	54		63.88	60.99	64		62.27	61.49	60		68.04	60.36	70.34	63.47
PERCENT OF AVERAGE ASSETS:																
Total Overhead Expense	5.29	3.50	88		3.85	3.51	66		3.80	3.56	65		4.06	3.57	3.86	3.68
Personnel Expense	1.90	1.78	67		1.77	1.76	54		1.65	1.77	52		1.76	1.77	1.69	1.80
Net Occupancy Expense	0.64	0.48	82		0.60	0.48	82		0.62	0.49	79		0.61	0.49	0.57	0.50
Other Operating Expenses	2.75	1.21	96		1.48	1.24	70		1.53	1.28	82		1.69	1.28	1.60	1.36
Overhead Less Non-Interest Income	0.51	1.07	22		1.78	1.00	85		1.60	1.06	80		2.08	1.10	2.25	1.43
PERCENT OF ADJ OPER INCOME (TE):																
Total Overhead Expense	61.75	61.49	58		63.81	60.39	67		62.21	60.82	65		67.99	59.78	70.28	62.85
Personnel Expense	22.21	31.43	6		29.28	30.29	41		27.05	30.14	26		29.41	29.57	30.70	30.33
Net Occupancy Expense	7.42	8.51	27		10.03	8.30	83		10.10	8.43	82		10.21	8.22	10.46	8.65
Other Operating Expenses	32.12	21.16	90		24.50	21.06	74		25.05	21.75	77		28.36	21.27	29.12	23.33
Total Non-Interest Income	55.83	41.21	77		34.32	41.00	40		36.03	40.73	50		33.20	39.50	29.39	37.06
Fiduciary Activities Income	5.31	5.27	56		7.89	5.74	74		7.64	5.88	73		6.97	5.79	6.80	5.74
Serv Charges on Deposit Accts - Dom	2.98	7.94	12		3.65	7.03	12		4.03	7.47	14		3.26	6.92	3.41	7.10
Trading Revenue	7.14	3.14	82		NA	NA	NA		NA	NA	NA		NA	NA	NA	NA
Investment Banking Fees & Commissns	0.40	4.13	4		NA	NA	NA		NA	NA	NA		NA	NA	NA	NA
Venture Capital Revenue	0.00	-0.14	51		NA	NA	NA		NA	NA	NA		NA	NA	NA	NA
Net Servicing Fees	2.66	1.58	72		NA	NA	NA		NA	NA	NA		NA	NA	NA	NA
Net Securitization Income	0.00	0.54	31		NA	NA	NA		NA	NA	NA		NA	NA	NA	NA
Insurance Comm & Fees (Incl Prem)	0.00	0.93	5		NA	NA	NA		NA	NA	NA		NA	NA	NA	NA
Net Gain(Loss) - Sales Lns,OREO,Oth	26.72	1.04	98		NA	NA	NA		NA	NA	NA		NA	NA	NA	NA
Other Non-Interest Income	10.61	10.43	51		21.86	23.24	51		23.16	22.91	61		21.95	22.19	18.66	20.07
Overhead Less Non-Interest Income	5.92	19.82	17		29.50	18.69	72		26.18	19.81	63		34.79	19.46	40.89	25.31
Appl Inc Taxes / Pretax NOI (TE)	44.52	33.17	96		37.53	34.40	78		36.60	33.08	80		40.89	33.73	34.40	32.74
Appl Inc Tax+TE / Pretax NOI+TE	44.64	36.72	95		37.87	37.08	68		37.06	36.38	59		41.16	36.48	34.78	36.15

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## Non-Interest Income and Expenses

BHCPR page 4 presents the dollar amounts and composition of non-interest income and expense, along with ratios that relate these items to average assets and adjusted operating income on a tax-equivalent basis. This report page also provides information on fee income derived from the mutual fund business as well as the level of assets under management in proprietary mutual funds and annuities.

### Non-Interest Income and Expenses (\$000)

#### *Total Non-Interest Income*

The sum of fiduciary activities income; service charges on domestic deposit accounts; trading revenue; investment banking fees and commissions; venture capital revenue; net servicing fees; net securitization income; insurance commissions and fees (including premiums); net gains (losses) on the sales of loans, OREO, and other assets (excluding securities); and other non-interest income.

#### *Fiduciary Activities Income*

Income derived from services rendered by trust departments of banking subsidiaries or a subsidiary acting in any fiduciary capacity.

#### *Service Charges on Domestic Deposit Accounts*

Service charges on deposit accounts.

#### *Trading Revenue*

The net gain or loss recognized from trading cash instruments and derivative contracts (including commodity contracts). It results from revaluation adjustments (as a result of periodic marking to market) to the carrying value of trading assets and liabilities as well as interest rate, foreign exchange, equity derivative, and commodity and other contracts.

#### *Investment Banking Fees and Commissions*

Fees and commissions from underwriting (or participating in the underwriting of) securities, private placements of securities, investment advisory and management services, merger and acquisition services, and other related consulting fees. This item also includes fees and commissions from securities brokerage activities, from the sale and servicing of mutual funds, and from the purchase and sale of securities and money market instruments where the bank holding company is acting as agent for other banking institutions or customers.

#### *Venture Capital Revenue*

This item includes market value adjustments, interest, dividends, gains, and losses (including impairment losses) on venture capital investments (loans and securities). It also includes any fee income from venture capital activities not reported in other line items of Schedule HI of the FR Y-9C. In addition, it includes the bank holding company's proportionate share of income or loss in unconsolidated subsidiaries, associated companies, and joint ventures principally engaged in venture capital activities.

#### *Net Servicing Fees*

Income from servicing real estate mortgages, credit cards, and other financial assets held by others.

#### *Net Securitization Income*

Net gains (losses) on assets sold in securitization transactions.

#### *Insurance Commissions and Fees*

The amount of premiums earned by property-casualty insurers and the amount of insurance premiums written by life and health insurers. This item also includes income from insurance agency and brokerage

operations; service charges, commissions and fees from the sale of insurance and related services; and management fees from separate accounts, deferred annuities and universal life products. In addition, it includes the bank holding company's proportionate share in the income or loss of unconsolidated subsidiaries, associated companies, and joint ventures that are principally engaged in insurance underwriting, reinsurance, or insurance sales activities.

#### *Net gains (losses) on Sales of Loans, OREO, and Other Assets (Excluding Securities)*

The amount of net gains and losses on sales and other disposals of loans and leases, other real estate owned, and other assets (excluding securities).

#### *Other Non-Interest Income*

All other operating income of the consolidated bank holding company.

#### *Total Overhead Expense*

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), amortization expense of intangible assets, and other non-interest expense.

#### *Personnel Expense*

Salaries and benefits of all officers and employees of the bank holding company and consolidated subsidiaries.

#### *Net Occupancy Expense*

Non-interest expense related to the use of premises, equipment, and furniture and fixtures, net of rental income.

#### *Amortization Expense of Intangible Assets (Including Goodwill)*

The amount of amortization expense of intangible assets. This item excludes amortization expense of ser-

vicings assets, which are included in net servicing income.

#### *Other Operating Expenses*

All other operating expenses of the consolidated bank holding company.

#### *Fee Income on Mutual Funds and Annuities*

Income from the sale and servicing of mutual funds and annuities (in domestic offices.

### **Memoranda**

#### *Assets Under Management in Proprietary Mutual Funds and Annuities*

The amount of assets held by mutual funds and annuities for which the bank holding company or a subsidiary of the bank holding company acts as investment adviser.

#### *Number of Equivalent Employees*

The number of full-time equivalent employees on the payroll of the consolidated bank holding company.

#### *Average Personnel Expense Per Employee*

Salaries and employee benefits divided by the number of full-time equivalent employees (expressed in thousands of dollars).

#### *Average Assets Per Employee*

Average assets divided by the number of full-time equivalent employees, expressed in thousands of dollars. (See the definition of average assets on page 3-13.)

### **Analysis Ratios**

#### *Mutual Fund Fee Income/Non-interest Income*

The amount of income from the sale and servicing of mutual funds and annuities in domestic offices divided by total non-interest income.

#### *Overhead Expense/Net Interest Income Plus Non-Interest Income*

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), amortization expense of intangible assets, and other non-interest expense divided by the sum of net interest income and non-interest income.

#### *Percent of Average Assets*

##### *Total Overhead Expense (Percent of Average Assets)*

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), amortization expense of intangible assets, and other non-interest expense divided by average assets.

##### *Personnel Expense (Percent of Average Assets)*

Salaries and employee benefits divided by average assets.

##### *Net Occupancy Expense (Percent of Average Assets)*

Expense on premises and fixed assets divided by average assets.

##### *Other Operating Expenses (Percent of Average Assets)*

Other non-interest expense, including amortization expense of intangible assets, divided by average assets.

##### *Overhead Less Non-Interest Income (Percent of Average Assets)*

The difference between total overhead expense and non-interest income divided by average assets.

#### *Percent of Adjusted Operating Income (TE)*

Note: Adjusted operating income (TE) is defined as the sum of net interest income on a taxable equivalent basis and non-interest income.

#### *Total Overhead Expense (Percent of Adjusted Operating Income (TE))*

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), amortization expense of intangible assets, and other non-interest expense divided by adjusted operating income on a taxable equivalent basis.

#### *Personnel Expense (Percent of Adjusted Operating Income (TE))*

Salaries and employee benefits divided by adjusted operating income on a taxable equivalent basis.

#### *Net Occupancy Expense (Percent of Adjusted Operating Income (TE))*

Expense on premises and fixed assets divided by adjusted operating income on a taxable equivalent basis.

#### *Other Operating Expenses (Percent of Adjusted Operating Income (TE))*

Other non-interest expense, including amortization expense of intangible assets, divided by adjusted operating income on a taxable equivalent basis.

#### *Total Non-Interest Income (Percent of Adjusted Operating Income (TE))*

Income derived from fiduciary activities; service charges on domestic deposit accounts; trading revenue; investment banking fees and commissions; venture capital revenue; net servicing fees; net securitization income; insurance commissions and fees (including premiums); net gains (losses) on the sales of loans, OREO, and other assets (excluding securities); and other sources of non-interest revenue divided by adjusted operating income on a taxable equivalent basis.

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*Fiduciary Activities Income*  
(Percent of Adjusted Operating Income (TE))

Fiduciary activities income divided by adjusted operating income on a taxable equivalent basis.

*Service Charges on Domestic Deposit Accounts*  
(Percent of Adjusted Operating Income (TE))

Service charges on domestic deposit accounts divided by adjusted operating income on a taxable equivalent basis.

*Trading Revenue*  
(Percent of Adjusted Operating Income (TE))

The net gain or loss recognized from trading cash instruments and derivative contracts (including commodity contracts) divided by adjusted operating income on a taxable equivalent basis.

*Investment Banking Fees and Commissions*  
(Percent of Adjusted Operating Income (TE))

Fees and commissions from underwriting (or participating in the underwriting of) securities, private placements of securities, investment advisory and management services, merger and acquisition services, other related consulting fees, securities brokerage activities, the sale and servicing of mutual funds, and the purchase and sale of securities and money market instruments where the bank holding company is acting as agent for other banking institutions or customers divided by adjusted operating income on a taxable equivalent basis.

*Venture Capital Revenue*  
(Percent of Adjusted Operating Income (TE))

Market value adjustments, interest,

dividends, gains, losses (including impairment losses) on (and other fees from) venture capital investments (loans and securities) and the bank holding company's proportionate share of income or loss in unconsolidated subsidiaries, associated companies, and joint ventures principally engaged in venture capital activities divided by adjusted operating income on a taxable equivalent basis.

*Net Servicing Fees*  
(Percent of Adjusted Operating Income (TE))

Income from servicing real estate mortgages, credit cards, and other financial assets held by others divided by adjusted operating income on a taxable equivalent basis.

*Net Securitization Income*  
(Percent of Adjusted Operating Income (TE))

Net gains (losses) on assets sold in securitization transactions divided by adjusted operating income on a taxable equivalent basis.

*Insurance Commissions and Fees*  
(Percent of Adjusted Operating Income (TE))

The amount of premiums earned by property-casualty insurers and written by life and health insurers; income from insurance agency and brokerage operations; service charges, commissions and fees from the sale of insurance and related services; and management fees from separate accounts, deferred annuities and universal life products; and the bank holding company's proportionate share in the income or loss of unconsolidated subsidiaries, associated companies, and joint ventures that are principally engaged in insurance underwriting, reinsurance, or insurance sales activities divided by adjusted operating income on a taxable equivalent basis.

*Net gains (losses) on Sales of Loans, OREO, and Other Assets*  
(Percent of Adjusted Operating Income (TE))

The amount of net gains and losses on sales and other disposals of loans and leases, other real estate owned, and other assets (excluding securities) divided by adjusted operating income on a taxable equivalent basis.

*Other Non-Interest Income*  
(Percent of Adjusted Operating Income (TE))

All other operating income of the bank holding company divided by adjusted operating income on a taxable equivalent basis.

*Overhead Less Non-Interest Income*  
(Percent of Adjusted Operating Income (TE))

The difference between overhead expense and non-interest income divided by adjusted operating income on a taxable equivalent basis.

*Applicable Income Taxes/Pretax Net Operating Income (TE)*

Applicable income taxes (foreign and domestic) divided by income before income taxes, extraordinary items, and other adjustments on a taxable equivalent basis.

*Applicable Income Taxes Plus TE/  
Pretax Net Operating Income Plus TE*

Applicable income taxes (foreign and domestic) plus the total tax equivalent adjustment divided by income before income taxes, extraordinary items, and other adjustments on a taxable equivalent basis. (See the discussion of tax equivalency on page 2-3.)



1234567 SAMPLE BANK HOLDING COMPANY  
 RICHMOND VA FR Dist: 5  
 Assets: 13,711,410 Peer: 1  
 (\$ IN THOUSANDS)

ASSETS

PAGE 5

PERCENT CHANGE  
 1-YR 5-YR

	mmmm YYYY	mmmm YYYY	YYYY	YYYY	YYYY		
Real Estate Loans	4,793,579	4,545,626	4,719,886	4,506,650	4,433,787	5.5	10.5
Commercial and Industrial Loans	2,318,037	3,123,017	2,761,885	3,071,129	3,417,238	-25.8	9.4
Loans to Individuals	617,742	855,345	833,139	862,600	869,263	-27.8	-24.6
Loans to Depository Inst & Oth Banks Accept	241,869	241,016	216,213	244,568	60,183	0.4	-1.4
Agricultural Loans	29,101	52,100	48,192	59,967	71,166	-44.1	-26.6
Loans to Foreign Govts and Inst	13,987	285	669	478	278	+++++	+++++
Other Loans and Leases	772,734	793,190	889,847	806,432	852,284	-2.6	23.6
Less: Unearned Income	49,948	51,114	39,527	51,640	76,288	-2.3	19.2
Loans & Leases, Net of Unearned Income	8,737,101	9,559,964	9,430,304	9,503,589	9,644,674	-8.6	7.0
Less: Allow for Loan & Lease Losses	199,800	195,409	246,247	194,205	211,276	2.3	31.4
Net Loans and Leases	8,537,301	9,364,555	9,184,057	9,309,384	9,433,398	-8.8	6.5
Debt Securities Over 1 Year	2,350,233	2,492,816	2,482,849	2,522,349	2,609,721	-5.7	19.6
Mutual Funds and Equity Securities	54,836	100,858	124,198	100,561	75,911	-45.6	-45.1
Subtotal	10,942,370	11,958,229	11,791,104	11,932,294	12,119,030	-8.5	8.6
Interest-Bearing Bank Balances	411,070	225,314	188,649	278,473	458,608	82.4	-37.4
Federal Funds Sold & Reverse Repos	80,377	25,902	135,269	25,000	25,000	210.3	NA
Debt Securities 1 Year or Less	552,880	676,291	570,068	715,650	985,581	-18.3	-50.6
Trading Assets	27,344	14,802	29,819	17,587	12,606	84.7	+++++
Total Earning Assets	12,014,041	12,900,538	12,714,909	12,969,004	13,600,825	-6.9	1.3
Non-Int Cash and Due From Dep Inst	534,053	496,397	499,214	657,533	563,951	7.6	28.2
Acceptances	7,225	8,262	14,690	7,236	8,227	-12.6	-61.4
Premises, Fixed Assets, & Cap Leases	251,746	267,497	254,621	271,728	293,591	-5.9	-0.3
Other Real Estate Owned	11,336	4,633	4,526	4,576	5,648	144.7	23.6
Invest in Unconsolidated Subsidiaries	97,382	83,411	106,763	83,048	79,695	16.8	23.4
Intangible and Other Assets	795,627	490,093	431,901	447,495	465,461	62.3	190.2
Total Assets	13,711,410	14,250,831	14,026,624	14,440,620	15,017,398	-3.8	6.3
Quarterly Average Assets	13,845,804	14,201,529	13,787,780	14,359,336	14,929,468	-2.5	8.0
Average Loans and Leases (YTD)	9,270,503	9,493,207	9,552,819	9,464,108	9,493,709	-2.4	14.7
MEMORANDA:							
RE Loans Secured by 1-4 Family	2,918,045	2,434,302	2,785,922	2,403,724	2,479,882	19.9	12.5
Commercial Real Estate Loans	1,212,181	1,386,800	1,276,883	1,367,939	1,223,977	-12.6	-8.7
Construction and Land Development	311,979	332,458	306,513	326,593	287,532	-6.2	47.3
Multifamily	49,815	47,188	49,241	48,391	46,099	5.6	-17.1
Nonfarm Nonresidential	850,387	1,007,154	921,129	992,955	890,346	-15.6	-19.5
RE Loans Secured by Farmland	2,512	4,905	2,682	4,934	4,278	-48.8	-29.2
Total Investment Securities	2,957,949	3,269,965	3,177,115	3,338,560	3,671,213	-9.5	-7.1
U.S. Treasury Securities	35,624	53,487	35,327	53,635	54,882	-33.4	-81.3
U.S. Agency Securities (excl MBS)	168,408	166,553	168,643	173,230	323,940	1.1	-77.7
Municipal Securities	16,116	24,258	15,726	27,673	31,029	-33.6	-60.1
Mortgage-Backed Securities	2,633,768	2,858,676	2,784,502	2,906,112	3,068,946	-7.9	29.5
Asset-Backed Securities	0	NA	NA	NA	NA	NA	NA
Other Debt Securities	49,197	66,223	48,792	77,443	116,639	-25.7	-31.2
Mutual Funds and Equity Securities	54,836	100,858	124,198	100,561	75,911	-45.6	-45.1
Available-For-Sale Securities	2,390,517	2,614,516	2,594,613	2,617,969	3,088,710	-8.6	0.4
U.S. Treasury Securities	33,607	53,487	35,327	27,590	28,643	-37.2	-47.9
U.S. Agency Securities (excl MBS)	150,490	166,400	161,707	157,131	272,172	-9.6	-77.3
Municipal Securities	12,168	15,711	11,742	15,821	19,094	-22.6	84.6
Mortgage-Backed Securities	2,118,134	2,252,844	2,237,163	2,288,819	2,662,904	-6.0	39.4
Asset-Backed Securities	0	NA	NA	NA	NA	NA	NA
Other Debt Securities	21,282	25,216	24,476	28,047	29,986	-15.6	-26.2
Mutual Funds and Equity Securities	54,836	100,858	124,198	100,561	75,911	-45.6	-45.1
Held-To-Mat Sec Appreciation (Depr)	9,548	-10,728	6,577	-8,608	15,258	NA	NA
Available-For-Sale Sec Appr (Depr)	35,953	-85,040	3,278	-72,307	4,567	NA	622.1
Structured Notes, Fair Value	0	0	0	0	0	NA	-100.0
Pledged Securities	2,517,000	2,953,787	2,876,547	3,090,325	3,324,126	-14.8	-14.8

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## Assets (\$000)

BHCPR page 5 presents the asset structure of the bank holding company and provides, in the memorandum section, the composition of real estate loans, investment securities, held-to-maturity and available-for-sale securities appreciation or depreciation, and the portion of investment securities pledged as collateral. The last two columns on the right display the one-year and five-year percentage changes for each balance sheet item. (See the description of Growth Rates on page 2-3.)

Investment securities appearing on this page are reported at amortized cost if classified as held-to-maturity or at fair value if classified as available-for-sale.

### *Real Estate Loans*

Loans secured by real estate including construction and land development loans and loans secured by farmland, by one- to four-family and multifamily (five or more) residential properties, and by nonfarm non-residential properties.

### *Commercial and Industrial Loans*

Loans for commercial and industrial purposes to sole proprietorships, partnerships, corporations, and other business enterprises, which are secured (other than by real estate) or unsecured, single-payment, or installment.

### *Loans to Individuals*

Loans to individuals for household, family, and other personal expenditures including credit card and related plans.

### *Loans to Depository Institutions*

Loans to U.S. and foreign banks and other depository institutions.

### *Agricultural Loans*

Loans to finance agricultural production and other loans to farmers.

### *Loans to Foreign Governments and Institutions*

Loans to governments in foreign countries, to their official institutions, and to international and regional institutions.

### *Other Loans and Leases*

The sum of taxable and tax-exempt obligations (other than securities) of states and political subdivisions in the U.S., all other loans, and lease financing receivables (net of unearned income) to U.S. and non-U.S. addressees.

### *Unearned Income*

The amount of unearned income that is included in the loan categories listed above. (A value of zero implies that the above loan categories are reported net of unearned income.)

### *Loans and Leases, Net of Unearned Income*

The sum of real estate loans, commercial and industrial loans, loans to individuals, loans to depository institutions, agricultural loans, loans to foreign governments and institutions, and other loans and leases, net of unearned income.

### *Allowance for Loan and Lease Losses*

The allowance for loan and lease losses. Prior to March 31, 2001, this item also included the amount of any allocated transfer risk reserve.

### *Net Loans and Leases*

Total loans and leases, net of unearned income, minus the allowance for loan and lease losses (and allocated transfer risk reserve prior to March 31, 2001).

### *Securities over 1 Year*

The amortized cost of held-to-maturity and the fair value of available-for-sale debt securities with a remaining maturity of more than one year.

### *Mutual Funds and Equity Securities*

The fair value of investments in mutual funds and equity securities that are designated as available for sale.

### *Subtotal*

The sum of loans and leases (net of unearned income and the allowance for loan and lease losses), securities over one year, and mutual funds and equity securities.

### *Interest-Bearing Bank Balances*

Interest-bearing balances due from depository institutions and foreign central banks that are held in the BHC's U.S. and foreign offices, Edge or Agreement subsidiaries, International Banking Facilities, or its consolidated subsidiaries.

### *Federal Funds Sold and Reverse Repos*

Unsecured loans of immediately available balances, and purchase of securities, loans, other assets, or participations in pools of securities under agreements to resell for one business day or under a continuing contract.

### *Debt Securities 1 Year or Less*

Debt securities with a remaining maturity of one year or less.

### *Trading Assets*

Assets held in the consolidated bank holding company's trading accounts.

### *Total Earning Assets*

The sum of interest-bearing balances due from depository institutions, debt and equity securities, federal funds sold and securities purchased under agreements to resell, loans and leases (net of unearned income and the allowance for loan and lease losses), and trading assets.

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***Non-Interest-Bearing Cash and Balances Due from Depository Institutions***

Non-interest-bearing balances due from depository institutions, currency and coin, cash items in the process of collection, and unposted debits.

***Acceptances***

Customers' liability to the consolidated bank holding company on drafts and bills of exchange that have been accepted by the banking subsidiaries of the BHC, or by others for their accounts, and are outstanding.

***Premises, Fixed Assets, and Capital Leases***

The book value, less accumulated depreciation or amortization, of all premises, equipment, furniture, and fixtures purchased directly or acquired by means of a capital lease.

***Other Real Estate Owned***

The sum of real estate acquired in satisfaction of debts previously contracted and other real estate owned.

***Investment in Unconsolidated Subsidiaries***

The sum of the consolidated bank holding company's holdings of capital stock in unconsolidated subsidiaries and associated companies, its proportionate share in their earnings or losses since the date of their acquisition, and any advances made to them including those in the form of loans and holdings of their bonds and debentures.

***Intangible and Other Assets***

The sum of goodwill (the excess of the unamortized acquisition cost of consolidated subsidiaries over the net underlying assets), mortgage servicing assets, purchased credit card relationships and nonmortgage servicing assets, other identifiable intangible assets such as trademarks, patents, and franchises, and all other assets.

***Quarterly Average Assets***

Average consolidated assets for the latest quarter as reported in Schedule HC-K of the FR Y-9C.

***Average Loans and Leases (YTD)***

The cumulative sum of loans and leases, net of unearned income, for all year-to-date quarters divided by the number of calendar quarters to date (four-point average).

***Memoranda***

***Real Estate Loans Secured by 1-4 Family***

The sum of revolving open-end loans secured by one- to four-family residential properties and extended under lines of credit and other one- to four-family loans secured by first and junior liens.

***Commercial Real Estate Loans***

The sum of construction, land development and other land loans; loans secured by multifamily residential properties; and loans secured by nonfarm nonresidential properties.

***Construction and Land Development***

Loans secured by real estate to finance either land development prior to erecting a new structure or the on-site construction of industrial, commercial, residential, or farm buildings.

***Multifamily***

Loans secured by multifamily (five dwelling units or more) residential properties.

***Nonfarm Nonresidential***

Real estate loans secured by business or industrial properties, hotels, motels, churches, hospitals, educational and charitable institutions, dormitories, clubs, lodges, association buildings, "homes" for aged persons and orphans, golf courses, recreational facilities, and similar properties.

***Real Estate Loans Secured by Farmland***

Loans secured by land used or usable for agricultural purposes and improvements thereon.

***Total Investment Securities***

The sum of the amortized cost of held-to-maturity debt securities and the current fair value of available-for-sale debt and equity securities described in various categories below.

***U.S. Treasury Securities***

The amount of U.S. Treasury securities.

***U.S. Agency Securities excluding Mortgage-Backed Securities***

The amount of U.S. government agency and corporation obligations, excluding Mortgage-Backed Securities. For Bank Holding Companies with less than \$1 billion in assets, the BHCPR includes data for this item only for report dates after December 31, 2000.

***Municipal Securities***

Obligations of states and political subdivisions in the United States.

***Mortgage-Backed Securities***

The amount of pass-through and other mortgage-backed securities, including CMOs, REMICs, and stripped mortgage-backed securities. For Bank Holding Companies with less than \$1 billion in assets, the BHCPR includes data for this item only for report dates after December 31, 2000.

***Asset-Backed Securities***

The amount of asset-backed securities, other than mortgage-backed securities. The BHCPR includes data for this item only for report dates after December 31, 2000.

***Other Debt Securities***

The sum of other U.S. debt securities and foreign debt securities.

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#### *Mutual Funds and Equity Securities*

The values of investments in mutual funds and equity securities that are designated as available-for-sale.

#### *Available-for-Sale Securities*

The fair value of available-for-sale debt and equity securities included in the categories below.

#### *U.S. Treasury Securities (Available-for-Sale Securities)*

The amount of U.S. Treasury securities designated as available-for-sale.

#### *U.S. Agency Securities excluding Mortgage-Backed Securities (Available-for-Sale Securities)*

The amount of U.S. government agency and corporation obligations, excluding mortgage-backed securities, that is designated as available-for-sale. For Bank Holding Companies with less than \$1 billion in assets, the BHCPR includes data for this item only for report dates after December 31, 2000.

#### *Municipal Securities (Available-for-Sale Securities)*

The fair value of available-for-sale obligations of states and political subdivisions in the United States.

#### *Mortgage-Backed Securities (Available-for-Sale Securities)*

The amount of pass-through and other mortgage-backed securities, including CMOS, REMICS, and stripped mortgage-backed securities designated as available-for-sale. For Bank Holding companies with less than \$1 billion in assets, the BHCPR includes data for this item only for report dates after December 31, 2000.

#### *Asset-Backed Securities (Available-for-Sale Securities)*

The amount of asset-backed securities, other than mortgage-backed securities, designated as available-for-sale. The BHCPR includes data for this item only for report dates after December 31, 2000.

#### *Other Debt Securities (Available-for-Sale Securities)*

The fair value of other U.S. debt securities and foreign debt securities that are designated as available-for-sale.

#### *Mutual Funds and Equity Securities (Available-for-Sale Securities)*

The values of investments in mutual funds and equity securities that are designated as available-for-sale.

#### *Held-to-Maturity Securities Appreciation (Depreciation)*

The difference between the fair value and the amortized cost of all debt securities that are designated as held-to-maturity.

#### *Available-for-Sale Securities Appreciation (Depreciation)*

The difference between the fair value and the amortized cost of all debt and equity securities that are designated as available-for-sale.

#### *Structured Notes, Fair Value*

The fair value of structured notes (debt securities with cash flow characteristics that depend upon one or more indices and/or that have embedded forwards or options. Examples of structured notes include step-up bonds, index amortizing notes (IANs), dual index notes, deleveraged bonds, range bonds, inverse floaters, floating debt securities in which interest payments are based on a single index such as Constant Maturity Treasury (CMT) or Cost of Funds Index (COFI)).

#### *Pledged Securities*

Securities that are pledged to secure deposits, repurchase transactions, or other borrowings as performance bonds under futures or forward contracts or for any other purpose.